

### Loan Fee Comparison Chart

Institution	Application Fee	Packaging Fee	Points	Other Fees Paid by Borrower
Bank of <u>America</u> (commercial loan program)	None	None	1 1/2 - 2%	Legal, title/escrow, appraisals, and Phase 1 expense.
Wells Fargo Bank	None	None	If loan is: <\$500,000 - 2% >\$500,000 - 1 1/2%	Same as Bank of America.
Mitsui Bank	None	None	1-2%	Same as Bank of America.
Sanwa Bank	None	None	Determined with each loan	Same as Bank of America.
American River Bank	None	\$750-800	Determined with each loan	Same as Bank of America.
Bank of Commerce	None	None	1-2%	Same as Bank of America. Plus a \$250 loan documentation fee.
The Money Store (SBA lender)	None	\$1,000	None	Charges an SBA Guaranty fee of 2-3.875% depending upon loan amount. All other fees same as Bank of America.
California Trade and Commerce Agency (various loan programs)	None	\$1,000 paid by Commerce to Regional Development Corp. for packaging loan	2% <sup>(1)</sup> (may be waived)	Same as Bank of America.
Recycling Market Development Revolving Loan Program	\$300	None <sup>(2)</sup>	3%	Same as Bank of America, except Board does not pass on legal costs to close loan.

- (1) Trade and Commerce puts 1% of the loan fee into a Legal fund to finance legal actions on troubled loans. The remaining 1% is given to the Regional Development Corporations as an incentive for submitting a fundable loan package.
- (2) The Board has a contract for loan packaging services offered free of charge to applicants who appear to have a viable project.